

1/12

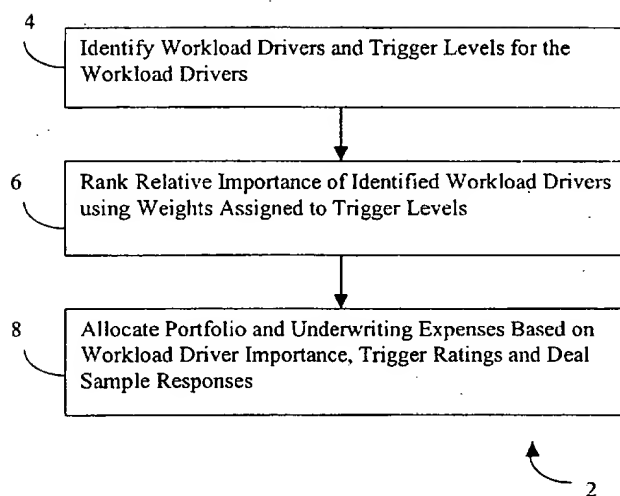


Figure 1

2/12

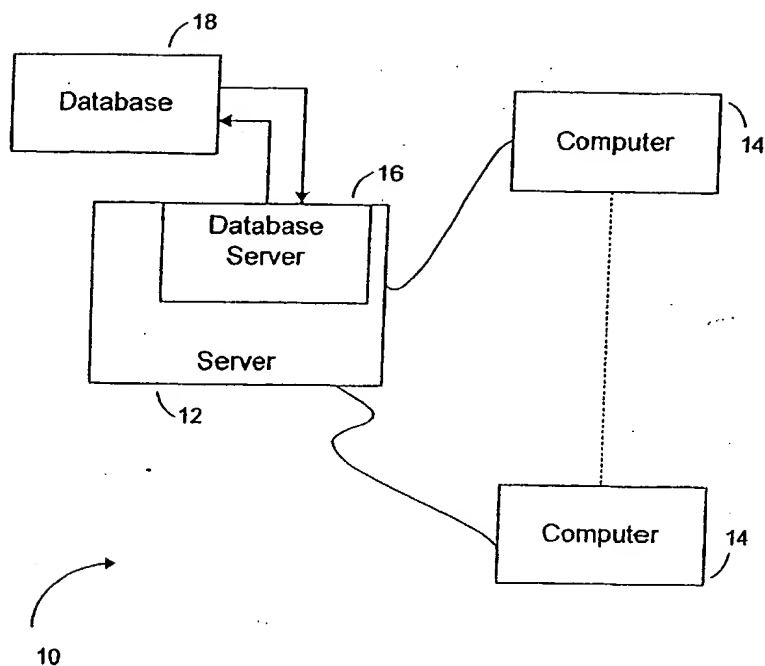


FIGURE 2

3/12

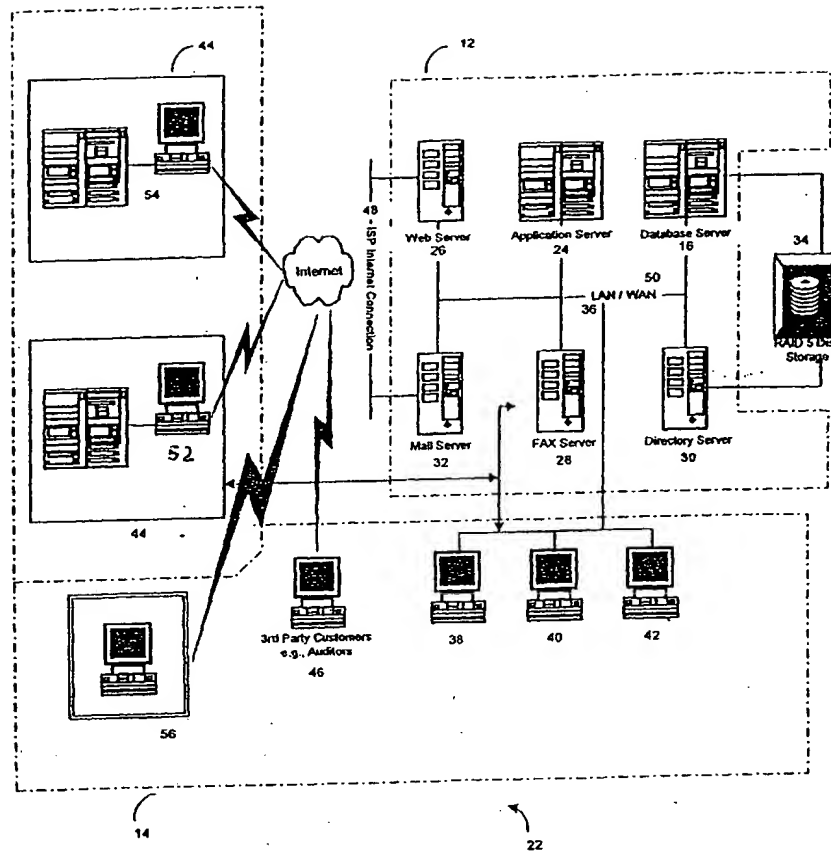


FIGURE 3

4/12

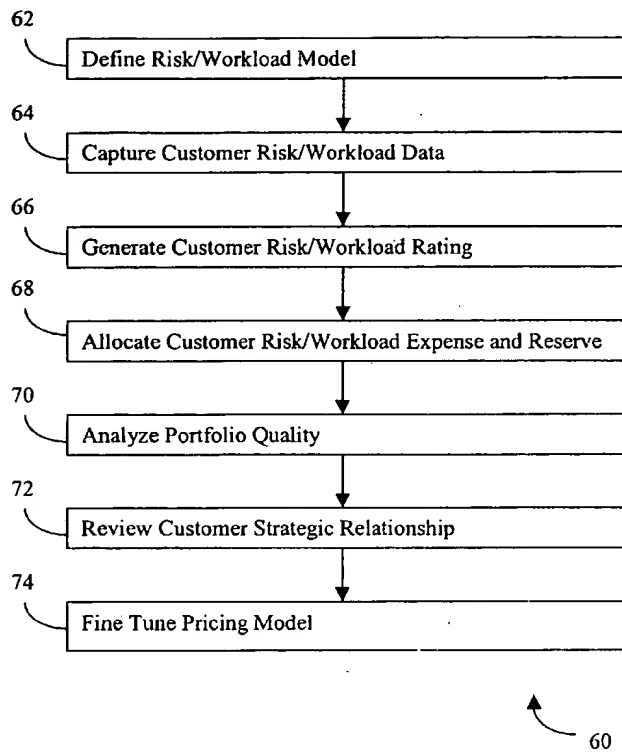


Figure 4

5/12

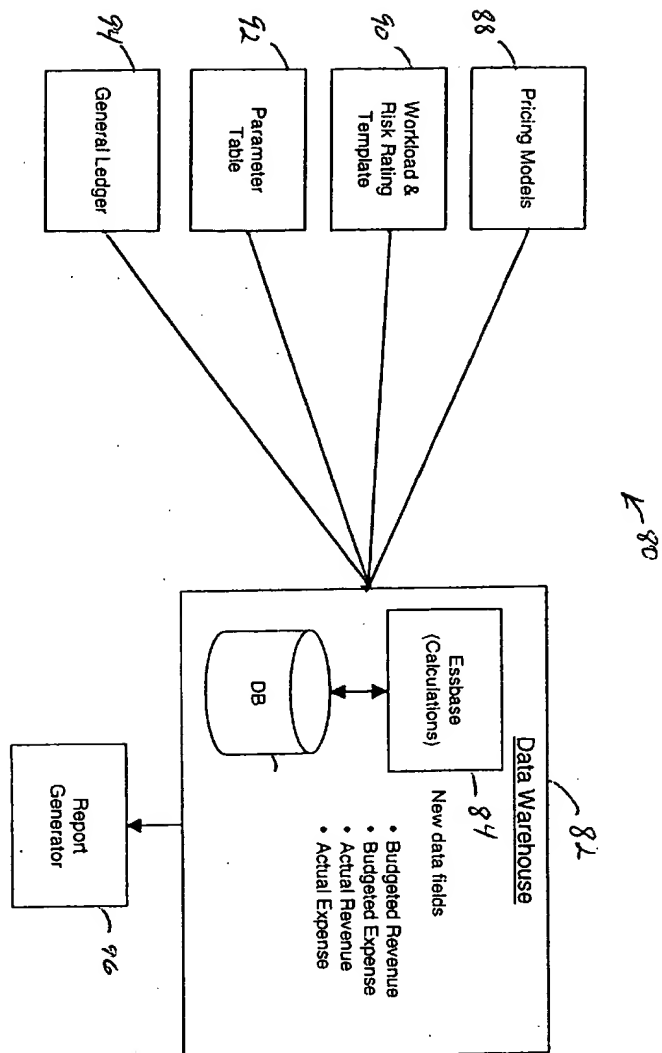


FIGURE 5

**Required Inputs:** (Select Inputs From Drop Down Menus - All 11 Must be Completed)

If "Yes" for Cross-Sell Deal, Select Cross-Sell Source; If "No" Leave Blank.

2) What is the excess availability after trade clean-up?

3) Are the books & records (systems & processes) adequate?

4) What is the risk classification?

5) How many agings are in the borrowing base?

6) What is the frequency of borrowing?

7) What is the frequency of borrowing base reporting?

8) Is it a co-borrower structure?

g) What is the fixed charge coverage?

10) Is this a 1st time ABL borrower? (i.e., level of mgmt experience)

71) Is there an EX-IM bank guarantee?

100 →

FIGURE 6

FIGURE 7

FIGURE 8

FIGURE 8

6140



[illegible]

FIGURE 9



CONFIDENTIAL

11/12

Region	Acct. Mgr.	Deal	Coll. Monitoring	Client Regs.	Workload	Risk	Work/ Risk
E	Smith	Steel Co.	2.45	0.80	1.90	2.50	Mod/High
MW	Jones	Paper Co.	2.55	1.30	2.13	2.03	High/High
S	White	Drug Co.	2.00	0.50	1.50	0.60	Mod/Low
W	Black	Lumber Co.	2.00	1.00	1.67	1.80	Mod/Mod

220

Figure 11

12/12

# Strategic Relationship Review

Customer Name: \_\_\_\_\_ Account Manager: \_\_\_\_\_  
Maturity Date: \_\_\_\_\_ Date: \_\_\_\_\_

Goals	Specific Objectives	Achievements	Assessment*
<b>Customer Visitation</b> Determine visitation schedule & objectives.	• • •		
<b>Senior Management Contact</b> Determine senior management calling strategy & objectives.	• • •		
<b>Value Added Services</b> Plans for cross selling other GE / GE Capital products & services	• • •		
<b>Opportunities For Performance Based Pricing</b> Determine whether a performance based pricing strategy is appropriate.	• • •		
<b>Flexibility In Structure / Reporting</b> Determine whether increased flexibility is warranted due to improved financial & collateral performance.	• • •		
<b>Incremental CV\$</b> Identify opportunities to generate incremental CV\$ through WAAL fees, contract extensions & incremental new business.	• • •		
<b>Responsiveness</b> Outline customer requirement & establish objectives to met/exceed expectation.	• • •		
<b>Retention Strategy</b> Understand Customer CTO's & develop strategy to retain customer.	• • •		

**Overall Performance Rating**  
Did Not Meet Expectations 1 2 3 Met Expectations 4 Exceeded Expectations 5  
\*Performance Assessment Is The Responsibility Of The Region Manager & Portfolio Manager With Input From The SCO Where Appropriate.

FIGURE 12 240